

Message Text

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43

ACTION COME-00

INFO OCT-01 EUR-12 EA-07 NEA-10 ISO-00 EB-07 /037 W

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R 070945Z NOV 75

FM AMEMBASSY TOKYO

TO SECSTATE WASHDC 4692

INFO AMCONSUL KARACHI

AMEMBASSY ISLAMABAD

AMEMBASSY THE HAGUE

LIMITED OFFICIAL USE TOKYO 15968

E.O. 11652: N/A

TAGS: BEXP, PK, NL, JA

SUBJECT: MATERIALS HANDLING EQUIPMENT FOR KARACHI STEEL MILL

REF: STATE 254774

1. AMONG THREE JAPANESE FIRMS LISTED PARA. 2 REFTEL ONLY IHI OFFERED PRE-QUOTATION ON MATERIALS HANDLING PORTION OF KARACHI STEEL MILL PROJECT. MITSUI AND HITACHI DECLINED TO PARTICIPATE IN PRELIMINARY BIDDING, BUT HITACHI REPS. SAID THEY MAY PARTICIPATE IN FINAL BID IF SOFT MONEY AVAILABLE. MITSUI HAS DROPPED OUT.

2. IN SEPTEMBER 1975 GOJ DECIDED TO APPROVE DEFERRED PAYMENT LOANS TO PAKISTAN. THUS THERE ARE NO INSTITUTIONAL OBSTACLES TO JAPANESE FIRMS SECURING A SOFT LOAN FOR THIS PROJECT. BOTH HITACHI AND IHI OFFICIALS AGREED WITH REFTEL ASSESSMENT THAT FINANCING LIKELY TO BE CRITICAL FACTOR IN BID SELECTION AND SAID THEY WILL APPROACH JAPAN EXIM BANK AND OVERSEAS ECONOMIC COOPERATION FUND FOR SOFT MONEY.

3. AN OFFICER OF JAPAN EXIM BANK TOLD EMBASSY THAT HE THOUGHT EXIM BANK WOULD RESPOND UNFAVORABLY TO REQUEST FOR SOFT LOAN ON EQUIPMENT CONNECTED WITH KARACHI STEEL MILL BECAUSE IT IS A SOVIET PROJECT WITH OVERALL SOVIET CONTROL OF CONSTRUCTION AND
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MANAGEMENT.

SHOESMITH

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NNN

Message Attributes

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